

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 18556 131640Z

62

ACTION EUR-12

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R 131601Z DEC 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 5377

INFO USDOC WASHDC

UNCLAS MOSCOW 18556

USDOC

E.O. 11652 N/A

TAGS: BPRO, UR

SUBJECT: GROTNES MACHINE WORKS NEGOTIATIONS

REF: STATE 268554

USDOC FOR BEWT/TDAD

COMMERCIAL ATTACHE SPOKE WITH MARTYNOV OF AVTOPROMIMPORT
DECEMBER 13 REGARDING STATUS OF GROTNES NEGOTIATIONS. MARTYNOV
ADVISED THAT NOVEMBBER DISCUSSIONS HAD ENDED WITH TWO SIDES IN
DISAGREEMENT ON PRICE. DIFFERENCE BETWEEN GROTNES BID AND
AVTOPROMIMPORT'S OFFER WAS APPROXIMATELY 12 PERCENT, AND MARTYNOV
SAID AVTOPROMIMPORT FOUND GROTNES OFFER "NON-COMPETITIVE."
COMATT ASKED WHETHER THIS MEANT THAT FRG COMPETITOR HAD BEEN GIVEN
ORDER BUT MARTYNOV DECLINED COMMENT ON THIS ASPECT. HE DID SAY,
HOWEVER, THAT A PRESENT NO FURTHER DISCUSSIONS WERE PLANNED WITH
GROTNES.
STOESSEL

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
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